



CANNON BUILDING
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**STATE OF DELAWARE
REAL ESTATE COMMISSION
REAL ESTATE EDUCATION COMMITTEE**

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, November 1, 2018 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

MINUTES FOR APPROVAL: December 6, 2018

MEMBERS PRESENT

Michael Rushe, Kent County, Public Member, Chairperson
Barbara Broadway, New Castle County, Public Member, Vice-Chairperson
Debbie Oberdorf, Kent County, Professional Member
Juli Giles, New Castle County, Professional Member
Sal Sedita, Sussex County, Professional Member
Christine Steele, Sussex County, Professional Member
Denise Tatman, Sussex County, Public Member

MEMBERS ABSENT

Maggie Scarborough, Kent County, Professional Member
Judy Dean, Sussex County, Professional Member

DIVISION STAFF

Alison Warren, Administrative Specialist III

OTHERS PRESENT

No others were present.

CALL TO ORDER

Mr. Rushe called the meeting to order at 9:40 a.m.

REVIEW OF MINUTES

The Committee reviewed the minutes from the September 6, 2018 meeting. Ms. Giles moved, seconded by Ms. Broadway, to approve the September minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Request to Reconsider Application for Luciana Parker

The Committee discussed the request to reconsider Ms. Parker's original application. Mr. Rushe moved, seconded by Mr. Sedita, to deny the request and uphold the decision from the September meeting - approval of module 7 only. By unanimous vote the motion carried.

NEW BUSINESS

Review of Course Provider Application(s)

Mr. Rushe moved, seconded by Ms. Giles, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

Sussex County Association of Realtors

County Tour: Destination to Support Designation **Approved**

Module(s): 7

Credit Hours: 3

OnCourse Learning Corp. dba OnCourse Learning Real Estate

Environmental Hazards Disclosure **Approved**

Module(s): 7

Credit Hours: 3

New Castle County Board of REALTORS

Delaware Agreement of Sale **Approved**

Module(s): New Lic Mod 2

Credit Hours: 3

Delaware Agreement of Sale **Approved**

Module(s): 3

Credit Hours: 3

How To Be Judgmental in a Good Way **Approved**

Module(s): 2

Credit Hours: 3

The Essentials of Ethical Decision Making **Approved**

Module(s): New Lic Mod 1

Credit Hours: 3

The Frederick Academy of Real Estate

Property Management **Approved**

Module(s): 6

Credit Hours: 3

Short Sales Done the Right Way **Approved**

Module(s): 7

Credit Hours: 3

Jack Lingo., Inc., REALTOR

Real Estate Issue and the Justice of the Peace Court **Approved**

Module(s): 7

Credit Hours: 3

Ethics/NAR Ethics **Approved**

Module(s): 2

Credit Hours: 3

The CE shop, Inc.

Current Issues and Trends in Real Estate
Module(s): 7
Credit Hours: 3

Denied – No Clock hour enforcement mechanism

Premier School of Real Estate

99-Hour Broker's Licensing Course
Module(s): Pre-Licensing
Credit Hours: 99

Approved

International Right of Way Association

C600 – Environmental Awareness
Module(s): 7
Credit Hours: 8

Denied – Detailed Outline Required

C603 – Understanding Environmental Contamination in R.E.
Module(s): 6
Credit Hours: 8

Denied – Detailed Outline Required

C604 – Environmental Due Diligence
Module(s): 7
Credit Hours: 8

Denied – Detailed Outline Required

C606 – The Environmental Process
Module(s): 6 & 7
Credit Hours: 6

Approved for 6 hours only

Lead Your Way Solutions

The Psychology of Personalities
Module(s): 4,7 & New Lic Mod 4
Credit Hours: 3

Denied – No outline provided

Expanding Your Perspective
Module(s): 4,7 & New Lic Mod 4
Credit Hours: 3

Denied – No outline provided

Be a Communication Catalyst
Module(s): 4,7 & New Lic Mod 4
Credit Hours: 3

Denied – No outline provided

The Motivating Power of Appreciation and Recognition
Module(s): 4,7 & New Lic 4
Credit Hours: 3

Denied – No outline provided

Build a High-Performing Real Estate Team
Module(s): 4,7
Credit Hours: 3

Denied – No outline provided

The Long and Foster Institute of Real Estate

How Has Technology Impacted the Real Estate Business
Module(s): 4
Credit Hours: 3

Approved

Review of Instructor Applications

Mr. Rushe moved, seconded by Ms. Giles, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Anthony Klemenski – New Application **Approved – Modules 3 & 7 only**

Carolyn Thompson – New Application **Approved**

Frank Pannuto – Re-Application **Approved**

Review of Student Request for CE Approval

Philip J McGinnis **Approved**
Real Estate and Land Use Update
Module(s): 3
Credit Hours: 3

Charles Spiegelman **Approved**
Real Estate and Land Use Update
Module(s): 3
Credit Hours: 3

CORRESPONDENCE

There was no correspondence for the Committee to review or discuss.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Proposed 2019 Committee Meeting Calendar – there will be no meeting in July due to it falling on the 4th of July holiday.

Ms. Broadway asked the question: do online course providers have to fill out course evaluations and what is the process to send them back to DPR? Ms. Warren will look into the process and report back to the committee at the next meeting.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, December 6, 2018 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Broadway moved, seconded by Ms. Giles to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 10:41 a.m.

Respectfully submitted,

Alison Warren

Alison Warren
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.